



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA*

Vol. 15 July 2002

In this Issue:

I. 2002 Incubator Companies of the Year Awards Winners

II. Incubator News:

- Technology Assistance Center (TAC) Incubator
- Maryland Technology Development Center (MTDC)
- Technology Advancement Program (TAP)
- Howard County Economic Development Authority's NeoTech Incubator
- Technical Innovation Center (TIC)
- Emerging Technology Center (ETC)
- College of Southern Maryland's Entrepreneur and Leadership Center's Charles County Business Incubator & Calvert County Business Incubator

III. TEDCO News:

- TEDCO Awards \$50,000 to Reactive NanoTechnologies from the Maryland Technology Transfer Fund

TEDCO, Saul Ewing & American Express Recognize Winners of the 2002 Incubator Companies of the Year Awards

The Maryland Technology Development Corporation (TEDCO), Saul Ewing LLP and American Express Tax and Business Services (TBS) recognized the winners of the second annual **Maryland Incubator Companies of the Year Awards** at a reception at the Museum of Industry in Baltimore earlier this month. The awards, whose winners were chosen by a selection committee comprised of venture capitalists and government and business leaders, acknowledged the achievements of seven current and graduate companies of Maryland's incubators. Freeman Hrabowski, president of the University of Maryland, Baltimore County, presented the awards to the winning companies.

The categories and award-winners (incubator in parentheses) are:

Best Incubator Company – Panacea Pharmaceuticals (MTDC)

Biotech/Life Science – Chesapeake PERL Inc. (TAP)

Innovative Technology – Columbia Technologies, LLC (UMBC Technology Center)

Information Technology – AgentSmith (ETC)

Promising Tech Transfer – Reactive Nanotechnologies (ETC)

Graduate – In Vitro Technologies Inc. (previously at UMBC Technology Center)

New Incubator Company – Advanced Thermal & Environmental Concepts Inc. [ATEC] (TAP)

Technology Assistance Center (TAC) Incubator Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email WLPlumer@co.pg.md.us

New Tenant:

- **Mayur Technologies** – Ramachandran Suresh, CEO
Mayur Technologies, which has just received a Phase II grant through the federal government's Small Business Innovation Research (SBIR) program, is a high technology business focused on IT and engineering services with an expertise in satellite data processing, wireless applications, GIS, research and development standards and web development.

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New and Noteworthy:

- **MTDC** showcased four of its biotechnology companies recently at the BIO Conference and Exhibit in Toronto. The four companies – Infinity Pharmaceuticals, Intronn, Synergy America and 20/20 Gene Systems – exhibited at the MTDC booth, which was sponsored and funded by the Montgomery County Department of Economic Development, to showcase its promising biotech companies. The event attracted 15,000 participants from 52 countries.
- **“The Innovators”** is MTDC's new softball team, consisting of players from six incubator tenants – BioMat, Intronn, AdFluence, Compugen, Nextone, Panacea Pharmaceuticals and the Technology Council of Maryland. The team, whose uniforms were sponsored by Saul Ewing, played its first game on June 20.

Graduating:

- **GeneDx** and **Panacea Pharmaceuticals** will be graduating MTDC in the end of August and will be sharing an office in Gaithersburg.
 - GeneDx is a full service genetic testing and diagnostic company dedicated to serving individuals suffering from hereditary disorders.
 - Panacea Pharmaceuticals, a development stage biopharmaceutical company, uses protein-based technologies to develop diagnostic and therapeutic products for the treatment of central nervous system diseases.

Technology Advancement Program (TAP) University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy:

- **The University of Maryland, College Park's Dingman Center for Entrepreneurship** has partnered with the Technology Advancement Program to offer incubator companies reduced-cost, expert business help this summer in areas such as market research, evaluation modeling and business plan writing through a new MBA internship program at the university. The ten-week initiative provides the start-up companies MBA student support for half of its market value. This reduced cost was made possible through grants from TEDCO and the Kauffman Entrepreneurship Internship Program.
- **Corrinna Lathan**, president and CEO of **AnthroTronix, Inc.**, has been named one of the world's 100 Top Young Innovators by *Technology Review*, MIT's magazine of innovation. Lathan, an expert in human performance engineering, founded AnthroTronix to commercialize advanced technology interfaces for use in the medical, education and military fields.

- **DataStream Conversion Services**, which develops solutions to convert all forms of data, identify critical content and maintain long-term information, was the “Maryland Featured Firm” in the Statewide Quarterly Business Review of *Forbes Magazine*.

Howard County Economic Development Authority's NeoTech Incubator Columbia, MD

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New Tenant:

- **Syncrodyne Systems Corporation** – Chance M. Glenn, Sr., founder and president
Syncrodyne Systems Corporation is developing a power amplifier for wireless devices that is capable of ultra-high gain and ultra-high efficiency.

New and Noteworthy:

- **Plethora Technology**, which develops secure, end-to-end remote computing platforms for businesses, has received \$50,000 through the Maryland Department of Business and Economic Development's Challenge Investment Fund.
- **Rita Sallam**, CFO of **Business Devices, Inc.**, has made it through the first cut for presenting at Springboard 2002 in Atlanta in September. Business Devices develops software to simplify Internet connection and collaboration among enterprise applications and devices.

Technical Innovation Center Hagerstown, MD

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New and Noteworthy:

- **Verestar**, a global telecommunications service provider focusing on satellite communications, will be making a demonstration to the U. S. Department of Health and Human Services (a division of Homeland Security) in order to provide satellite communications on their emergency operations vehicles. If awarded the contract, Verestar's Government Services division would provide satellite capabilities so that all personnel can contact headquarters. It also would make broadband connectivity available in order to provide video communication to and from disaster sites. Verestar's Government Services division recently expanded its operation to include six new employees.
- **The Small Business Development Center (SBDC)** partnered with the Technical Innovation Center to provide a workshop earlier this month for emerging technology businesses entitled “Growing Your Technology Business.” The workshop included as presenters: Ted Higson, Highland Consulting Group; Jim Poulos, University of Maryland Office of Technology Commercialization; Robbie Melton and Bob Garver, Maryland Department of Business and Economic Development; and Ralph Blakeney, Maryland SBDC High Technology Program.

Emerging Technology Center Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- **VISICU, Inc.**, which is developing advanced technology to revolutionize the delivery of critical care medicine, demonstrated its eICU patient remote monitoring and management system before the President's Council of Advisors on Science and Technology. The purpose of the demonstration, conducted jointly with VISICU partners Intel Corporation and Cisco Systems, was to demonstrate the different applications for broadband technology to the councils' members and their staff.

College of Southern Maryland's Entrepreneur and Leadership Center Charles County Business Incubator/Calvert County Business Incubator

www.csm.cc.md.us/business/ecdi/incubate/index.htm

Contact: Danita Boonchaisri, email: danitab@csm.cc.md.us

New Tenant:

- **Infotek International, Inc.** – Pamela Sadrud-din, CEO
Infotek International, Inc., which will enter the Charles County Incubator this month, provides business solutions in IT development, consulting and operations.

Graduation:

- **I-Net Internet Solutions Group**, which provides media and marketing solutions including web site design, trade show management and reproduction services, will graduate the Calvert County Incubator this month and set up offices in Prince Frederick. I-Net was the first tenant in either of the Southern Maryland incubators and will become the incubators' first graduate.

Maryland Technology Development Corporation (TEDCO)

www.MarylandTEDCO.org

TEDCO Awards \$50,000 to Reactive NanoTechnologies from the Maryland Technology Transfer Fund

State Senator Barbara Hoffman Presents Award to Company

The Maryland Technology Development Corporation (TEDCO) (www.MarylandTEDCO.org) presented Reactive NanoTechnologies, Inc. (RNT) with a \$50,000 award from TEDCO's Maryland Technology Transfer Fund (MTTF) program. State Senator Barbara Hoffman presented the non-equity investment to RNT, a Baltimore-based start-up technology company, at a reception held at the Emerging Technology Center (ETC) in Baltimore. The fund will help RNT to develop the use of reactive joining as an effective, efficient and economical means of joining ceramic materials and metals. RNT is working with the Weihs lab at the Johns Hopkins University as part of a university research partnership. ETC was instrumental in the development of RNT and the creation of the partnership between the lab and the company's founders.

The MTTF program was created by TEDCO to support Maryland companies wishing to develop technology-based products and/or services in collaboration with Johns Hopkins University (JHU), Morgan State University (MSU) or federal laboratories in Maryland. The fund was made possible by a grant from the Maryland Department of Business and Economic Development (DBED). Applications for the fund are accepted continually and reviewed monthly by representatives from TEDCO and DBED. Applicants must submit a proposal, a commercialization plan for the technology to be developed, and a scope of work and budget. For more information on technology transfer, please contact TEDCO's Steve Fritz at 410-715-4166, or sfritz@MarylandTEDCO.org.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from the Maryland Technology Development Corporation (TEDCO). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO, contact Laura Fick at (410) 902-5058 or lfick@mghpr.com or log onto www.MarylandTEDCO.org.

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